

Message Text

UNCLASSIFIED

PAGE 01 ABU DH 00982 070859Z

21

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 H-02 /019 W

----- 048662

R 070740Z MAY 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2913

USDOC WASHDC

INFO AMEMBASSY KARACHI

UNCLAS ABU DHABI 0982

E.O. 11652: NA

TAGS: ECRE, BTIO, TC, US

SUBJ: U.S. CONSORTIUM TO BE AWARDED ABU DHABI WATER PIPELINE
CONTRACT.

REF: A) ABU DHABI 833 AND EARLIER. B) STATE 65610

C) STATE 66595

1. ABU DHABI EXECUTIVE COUNCIL HAS DECIDED TO AWARD
CONTRACT FOR CONSTRUCTION OF ABU DHABI RING-MAINS
TO U.S. COMPANIES HOWARD (NORTH CAROLINA) AND HARBERT
(ALBANA). TOTAL PROJECT VALUE IS ESTIMATED AT ABOUT
160 MILLION DIRHAMS OR FORTY MILLION DOLLARS.

ABU DHABI WATER AND ELECTRICITY DEPARTMENT WILL BE
SENDING TELEXES TO U.S. FIRMS INFORMING THEM WHEN TO
COME TO ABU DHABI FOR FINAL SIGNING.

2. WE ARE EXTREMELY GRATIFIED AT U.S. COMPANIES'
SUCCESS IN WINNING THIS CONTRACT. ALTHOUGH THEY
RECEIVED TIMELY ASSISTANCE FROM EMBASSY AND FROM
LOCAL REPRESENTATIVES, MAIN CREDIT BELONGS TO
CONTRACTORS THEMSELVES WHO DEMONSTRATED WILLING-
NESS TO COMPETE HARD IN ABU DHABI MARKETPLACE WERE AND
DETERMINED TO WIN CONTRACT DESPITE SOME VERY
DUBIOUS BIDDING TACTICS BY INFLUENTIAL RIVALS.

3. LOCAL GOVERNMENT OFFICIALS AND COMPANIES HAVE
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PAGE 02 ABU DH 00982 070859Z

ALL BEEN VERY IMPRESSED WITH PERFORMANCE OF HOWARD

AND HARBERT REPRESENTATIVE, WHO SHOWED SERIOUSNESS,
DETERMINATION, GOOD-WILL, AND TECHNICAL COMPETENCE.
ONE THEY HAVE DEMONSTRATED THEIR CAPABILITIES IN THIS
JOB, THEY WILL BE IN EXCELLENT POSITION TO WIN
FURTHER PLANNED WATER AND SEWER PROJECTS.

4. FOR DEPT.: REPRESENTATIVE BUCHANAN AND SENATOR
SPARKMAN HAVE EXPRESSED INTEREST IN OUTCOME THIS
TENDER (REFS. B AND C). PLS. INFORM THEM OF THEIR
CONSTITUENT'S (HARBERT'S SUCCESS.

5. FOR KARACHI: PLS. INFORM MR. MAHFOUZ ALI
(TELEPHONE 614523) FO RESULTS THIS TENDER.
STERNER

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Message Attributes

Automatic Decaptioning: X
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Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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